

## **Exhibit C: Technical and Managerial Information**

Broadwing has extensive experience already providing telecommunications services. The consummation of the proposed Restructuring detailed in the concurrently filed notification of Corvis Corporation ("Corvis"), Broadwing and Focal Communications Corporation of Illinois ("Focal-IL") (together, the "Parties") would serve to combine the vast experience and resources of the two companies into a single entity. The management and employees supporting Focal-IL would, following the Restructuring, support Broadwing.<sup>1/</sup> Given that the merger is not expected to change the qualifications of Broadwing or Focal-IL, Broadwing is, and would continue to be, well qualified to continue providing services in Illinois. In short, the proposed transaction involves the combination of two companies, both of which have previously demonstrated to the Commission's satisfaction their respective managerial qualifications. Accordingly, the proposed consolidation would ensure that Broadwing remains positioned to continue and improve upon its service offerings in Illinois. Attached please find the resumes of the officers, directors, and managers of Broadwing, including the present officers, directors, and managers supporting Focal-IL.

The proposed Restructuring, as detailed in the concurrently filed notification filed by the Parties, would have no negative impact on Broadwing's technical ability to continue to operate, maintain, and expand the services currently offered by Focal-IL in Illinois. The technical personnel, including network engineers and field technician employed by Focal, would support Broadwing's operations. Attached please find the

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<sup>1/</sup> The employees that support Focal-IL are currently employed by Focal Financial Services, Inc. ("Focal Financial"), a wholly owned subsidiary of Focal Communications Corporation and the parent company of Focal-IL. As part of the Restructuring, Focal's employees may remain with Focal Financial or transfer to another Corvis subsidiary.

resumes of the primary technical personnel of Broadwing and Focal. Focal currently operates 24 Nortel DMS500 (Class 5) switches through its service territory. In addition, the Focal companies operate an extensive ATM backbone and an IP transit network. The Focal operating companies currently provide a variety of regulated and unregulated services, including TI, PRI, switched local service, long distance, toll-free, international long distance, international toll-free, Internet access and private networking, collocation space, integrated voice and data circuits, audio conferencing, and calling cards services in their respective markets. Accordingly, Focal's personnel have the required technical qualifications to provide telecommunications services, and the proposed Restructuring would not diminish those technical abilities.

Furthermore, Broadwing is the first carrier to complete an award-winning, nationwide, all-optical switched network, which spans over 18,500 lit route miles. Broadwing currently provides long distance, ATM, frame relay, dial IP, dedicated Internet, private line, and DSL throughout the country. In addition, Corvis is a world leader in the design, manufacture, and support of high-performance all optical and electrical/optical communications systems. Again, the combination of Broadwing and Focal's abilities, qualifications, and expertise, combined with the guidance of Corvis, enhance the companies' ability to continue to provide and expand its services.

## BROADWING SENIOR MANAGEMENT TEAM

**Mark F. Spagnolo** is Chief Executive Officer of Broadwing Communications. Mr. Spagnolo has considerable experience in managing data companies and selling to and serving the enterprise market space. Over the last 30 years, he has held senior and executive management positions for start-ups and Fortune 500 companies, including various executive positions with Electronic Data Systems, as well as the position of President and CEO for UUNET, an industry leading data communications company. At UUNET, Mr. Spagnolo grew revenues substantially, while increasing margins and expanding operations into 29 countries. Prior to founding his own telecommunications consulting firm in 2002 (The Spagnolo Group, LP), Mr. Spagnolo was the President, CEO and Chairman for SiteSmith, a managed services company that delivered outsourced Internet services to the Global 1000. In 2001, Metromedia Fiber Networks (MFN) purchased SiteSmith for \$1.4 billion, and later named Mr. Spagnolo President and CEO of MFN. During his tenure with SiteSmith/MFN, he combined MFN's three separate entities into a unified company resulting in substantial cost reductions, enhanced customer performance, and increased revenue. Most recently, he served as interim CEO for Flag Telecom. Mr. Spagnolo received a B.S. from Newark College of Engineering.

**Lynn D. Anderson** is Chief Financial Officer at Broadwing Communications. He is also Senior Vice President, Chief Financial Officer and Treasurer of Corvis Corporation. Prior to Corvis, Mr. Anderson spent over 16 years at GE and GE Capital in various finance and accounting roles. His experience with GE includes assignments both in the United States and Asia. Following his work with GE, Mr. Anderson held several finance and business development positions with Internet and telecommunications-related companies, most recently as Chief Financial Officer of Optical Capital Group, a specialized technology investment firm focused on optical equipment and related communications technologies. Mr. Anderson earned an M.B.A. from the University of Texas and a B.A. degree from Kansas State University.

**Kim Larsen** is Senior Vice President, General Counsel and Secretary. Mr. Larsen is responsible for the company's business development activities, including corporate acquisitions, mergers, and strategic alliances. He also manages the legal department and oversees contract negotiations. Prior to joining Broadwing, Mr. Larsen was a partner with the law firm of Mayer, Brown & Platt and served as partner-in-charge of its office in Cologne, Germany. He has represented numerous telecommunications companies in acquisitions, global strategic alliances and other transactions. Mr. Larsen also was a founding director of Ciena Corporation. Mr. Larsen earned his law degree from Columbia Law School (1985) and a BS in economics and political science from Brigham Young University (1982).

**Jack Brooks** is Vice President of Human Resources at Broadwing Communications where he is responsible for the total human resources function including recruiting, performance management, compensation, benefits and employee relations. Prior to joining Broadwing, Mr. Brooks was Vice President of Global Human Resources at Efficient

Networks in Dallas, Texas. He has over 20 years of strong line operations and corporate experience in all aspects of human resources including recruiting, performance management, compensation, benefits and employee relations. Mr. Brooks also held executive global human resources positions at Sequent Computer Systems, Data General Corporation and American Diversified Corporation. Mr. Brooks earned a B.S. in business administration from The Citadel.

**Tim Naramore** is Chief Information Officer at Broadwing. Mr. Naramore is responsible for Broadwing's Information Technology (IT) strategy and direction, including the selection, engineering and implementation of new technologies and systems to serve customers and support the business. He also leads the team charged with maintaining and enhancing Broadwing's existing systems and developing and managing strategic IT supplier relationships. Prior to joining Broadwing, Mr. Naramore served as CIO and Senior Vice President of Allegiance Telecom, where he was responsible for architecting and building their back office infrastructures. Mr. Naramore joined Allegiance in 1998 as Director of Web Enablement and was responsible for building Allegiance's first Internet product suite. Joining IS in 1999, he built a team of IS professionals and laid out the systems integration plan for Allegiance. Before joining Allegiance, Mr. Naramore served as Director of Product Development for Netcom/ICG in Dallas. He also held a variety of information systems positions at Frito-Lay, Boeing Computer Services and Texas Instruments.

**John Spirtos** is Senior Vice President of Mergers and Acquisitions at Broadwing Communications. Prior to joining Broadwing, he was a general partner at OCG Ventures, a venture capital firm that specialized in early state communications hardware and software investing. Mr. Spirtos holds B.S., J.D., LL.M, and M.B.A. degrees.

**Michael R. Jones** is Chief Technology Officer at Broadwing. Mr. Jones is a 28-year veteran of the telecommunications industry. Before his promotion to CTO in June 2001, Mr. Jones served as Broadwing's Senior Vice President of Engineering. Mr. Jones joined the company in 1997 as Vice President of Facilities and Construction, and later served as Vice President of Network Construction. In these roles, he oversaw the implementation of Broadwing's nationwide, industry-leading fiber optic network, including route development, rights of way, outside plant, and technical facilities. He also negotiated agreements related to the company's fiber network expansion. Prior to joining Broadwing, Mr. Jones served as Vice President of Network Business Development at Diamondback International Inc., a Texas provider of professional services for the telecommunications industry. In this capacity, he provided business development and consulting services to numerous companies, including Nortel and LCI. Mr. Jones also held a number of management and senior technical positions at MCI and GTE in network implementation, contract development, strategic network planning, program management, and major systems development. Mr. Jones earned a B.S. degree in computer science and mathematics at George Mason University.

**Mike Bortz, PhD**, is Vice President of Network Engineering at Broadwing Communications. Dr. Bortz is responsible for Broadwing's network planning and engineering, including core network, access network, and service network groups, as well as the new Broadwing network architecture and system testing groups. Prior to joining Broadwing, Dr. Bortz served as Executive Engineer at Corvis Corporation, where he played a key role in the development and deployment of Broadwing's all-optical network. Dr. Bortz is a graduate of Cornell University and received a PhD from Stanford University.

**John McLeod** is Senior Vice President of Operations for Broadwing. He is responsible for operating, maintaining and monitoring Broadwing's nationwide networks as well as provisioning, customer care and repair. Mr. McLeod is a 17-year veteran of the telecommunications industry, with broad experience in operations, network planning, customer care, sales and marketing. Prior to joining Broadwing, Mr. McLeod served as Senior Vice President of Operations at Metromedia Fiber Network (MFN). While at MFN, he served as Vice President & General Manager, Vice President of Market Development & Customer Implementation and Vice President of Marketing. He also served as Vice President of Venture Support at Metromedia International Telecommunications, based in Vienna, Austria. Mr. McLeod earned a B.S. in business management from the University of South Carolina.

**Jeff Bettaker** is Vice President of Sales Engineering at Broadwing Communications. In this role, Mr. Bettaker oversees customer sales engineering for national accounts, strategic carrier accounts, mid-market and government accounts. Mr. Bettaker joined Broadwing in 2000 and served as the director of National Accounts/Strategic Engineering and assisted with the development of Broadwing's national accounts sales program. In addition, he held key leadership positions in strategic engineering, sales engineering and customer provisioning. Prior to joining Broadwing, Mr. Bettaker spent 15 years at MCI in operations, sales engineering and sales management positions. Mr. Bettaker also spent 6 years at Satellite Business Systems, where he worked in engineering and operations management.

**Mark Pugerude** is Senior Vice President of the Marketing & Business Development group at Broadwing Communications. Mr. Pugerude is responsible for the areas of product management, marketing, new initiatives, competitive analysis and strategic partnerships. Prior to joining Broadwing, Mr. Pugerude served as Executive Vice President of Sales and Marketing at PingTone Communications, where he led PingTone's sales and marketing initiatives, new product introduction and channel development in IP Telephony. He also served as Vice President of Sales at Blue Ridge Networks, where he established a nationwide sales organization, managed sales channel programs and developed and led critical partnerships with leaders in the IP services marketplace. Mr. Pugerude has extensive experience in product management, with expertise in frame relay and DSL. Mr. Pugerude held executive sales and management positions with NOKIA and Intermedia Communications.

**Mike Stewart** is President of Mid-Markets at Broadwing Communications. He is responsible for sales and service of bundled services, including voice and data products, to medium-size businesses nationwide. Prior to Broadwing, Mr. Stewart was President of Broadband Services at NTT/VERIO, where he was responsible for sales, product management, customer care and NTT/VERIO's Network Operations Center, focusing on carriers, medium-size businesses and Fortune 500 companies. Mr. Stewart also served as President of UUNET's Asia Pacific Group, where he oversaw operations in Australia, Hong Kong, Japan, Singapore and Malaysia. Prior to joining UUNET, Mr. Stewart served in a number of leadership roles at EDS, focusing on the communications sector and Fortune 500 companies both domestically and internationally. Mr. Stewart earned a B.B.A. from Texas Tech University.

**Richard Putt** is President of National Accounts at Broadwing Communications. Mr. Putt is responsible for cultivating and expanding Broadwing's business customer base to the Fortune 2,000, Global 500 and Private 250 business customers in the U.S. A twenty year industry veteran, Mr. Putt joined Broadwing in February 2000 from e.spire Communications, where he served as Executive Vice President of Sales and Marketing. In this role, he was responsible for leading the field sales force, alternative channels, customer service, technical consulting, and the company's Internet service provider business. Prior to his work at e.spire, Mr. Putt served as an executive for 11 years at MCI in each of the company's sales channels, his most recent position being Vice President of State, Government and University Markets. He also held key executive sales positions in the national accounts, global accounts, carriers, field sales, and agents divisions. Mr. Putt is a graduate of the University of Cincinnati.

**Scott Widham** is President of Strategic Carrier Accounts for Broadwing Communications. Mr. Widham is responsible for managing Broadwing's strategic relationships with its largest carrier, cable and wireless service providers. Mr. Widham has over twenty-five years of international and domestic experience in the cable and telecommunications industries. Prior to joining Broadwing, Mr. Widham was the owner and operator of Capital Cable, a multi-system operator that was subsequently sold to Charter Communications. Mr. Widham also served as an Executive Vice President of Corecomm and was a Director at MTV networks.

**Diana Gowen** is Vice President of Government Solutions at Broadwing Communications. Ms. Gowen is responsible for expanding the company's portfolio of telecommunications services for federal, state and local governments. Ms. Gowen worked for U.S. government civilian and military agencies in the United States and internationally, and has 25 years experience in the communications industry as a senior executive for MCI and AT&T. Most recently, she served as Vice President of MCI Government Markets, where she led the FTS 2001 program and other major programs supporting the Department of Defense, the Department of State, the Social Security Administration, the Department of Homeland Security and many of the other civilian agencies. Ms. Gowen helped launch MCI in Internet

and other advanced data networking services through her work in support of the National Science Foundation and other customers. At AT&T, Ms. Gowen focused marketing and sales efforts in various organizations including Bell Labs' Venture Technology organization.

**Patrick Purcell** is Vice President of Wholesale Services Group, leading customer care and sales teams serving carriers and resellers. Mr. Purcell has spent the last 11 years in telecommunications, in positions ranging from leading the launch of two start-up companies to executive positions in sales and marketing with Level 3 Communications, Aerie Networks, and CT Communications. Prior to his telecommunications career, Purcell spent 12 years in systems consulting and the development of emerging technologies with Electronic Data Systems and various private firms, both in the United States and abroad (Europe and the Middle East).

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## BROADWING TECHNICAL TEAM

**Michael R. Jones** is Chief Technology Officer at Broadwing. Mr. Jones is a 28-year veteran of the telecommunications industry. Before his promotion to CTO in June 2001, Mr. Jones served as Broadwing's Senior Vice President of Engineering. Mr. Jones joined the company in 1997 as Vice President of Facilities and Construction, and later served as Vice President of Network Construction. In these roles, he oversaw the implementation of Broadwing's nationwide, industry-leading fiber optic network, including route development, rights of way, outside plant, and technical facilities. He also negotiated agreements related to the company's fiber network expansion. Prior to joining Broadwing, Mr. Jones served as Vice President of Network Business Development at Diamondback International Inc., a Texas provider of professional services for the telecommunications industry. In this capacity, he provided business development and consulting services to numerous companies, including Nortel and LCI. Mr. Jones also held a number of management and senior technical positions at MCI and GTE in network implementation, contract development, strategic network planning, program management, and major systems development. Mr. Jones earned a B.S. degree in computer science and mathematics at George Mason University.

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**Mike Bradshaw** is Vice President of Provisioning and reports directly to John McLeod, Senior Vice President of Operations. Mr. Bradshaw is responsible for customer and network provisioning. Prior to joining Broadwing, Mr. Bradshaw served as Senior Vice President of Global Service Delivery at MCI, where he led the global organization of 4000 employees responsible for global installation of a broad array of voice, data and Internet products. He also was responsible for the implementation, customer service and technical support of Internet products in the U.S., Canada and Latin America. Prior to joining MCI, Mr. Bradshaw served as Vice President, Service Delivery & Support at UUNET, where he led the organization responsible for installation of dedicated Internet service for business and wholesale customers. He was responsible for managing customer installation, telco management, technical support and 24x7 help desk operations.

**Mark Pietro** is President of Voice Services. Prior to joining Broadwing, Mr. Pietro served as COO of Telco Group, President of Olameter, COO of Fonorola, and ran a technical sales group at AT&T and New York Telephone. Mr. Pietro has worked in the telecommunications industry for over twenty-three years.

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